

Order Fulfillment Portal



Customer Need

Traditionally, healthcare providers (HCP) and manufacturers have used a collection of documents, emails, and spreadsheets to plan and manage product orders. Though these represent an improvement over paper-based processes, they don't offer any visibility into the activities, status, or issues that may arise. When orders are placed under different pricing structures, the HCP and sales reps must manually manage pricing data and numerous agreements which may vary with each order. List price, promotional pricing, discounts, wholesale acquisition cost (WAC) or percentage of WAC, payment terms, and pre-established pricing for Integrated Delivery Networks (IDNs) must all be tracked and managed.

Adding complexity, HCPs, hospitals, clinics, and hospital networks must receive credit approval prior to purchasing. This activity occurs in a similarly disjointed manner. Disparate systems and processes make it difficult for customers and the sales team who serve them to plan and manage the many moving parts of order fulfillment processes.

Key Features

The Conexus Order Fulfillment Portal is a centralized tool for HCPs and sales reps to order products and track shipping. Sales reps have the capability to initiate credit assessments as well. The portal facilitates the streamlining of order fulfillment and provides robust dashboards that offer snapshots of order statuses.

The Order Fulfillment Portal supports multiple product pricing models and customer specific pricing approval workflows. Approval workflows are provided within the tool for sales reps to discuss pricing negotiations, discounts, and promotions with the home office.

The intuitive user interface decreases the time from account creation to order fulfillment and enables sales reps to enter key customer information to drive business decisions. Order history, user permissions, and audit trail capabilities also support compliance efforts. Built-in APIs enable data transfers to third-party logistics, credit assessment bureaus, and other ERP systems which facilitates a seamless and timely exchange of information throughout the organization.

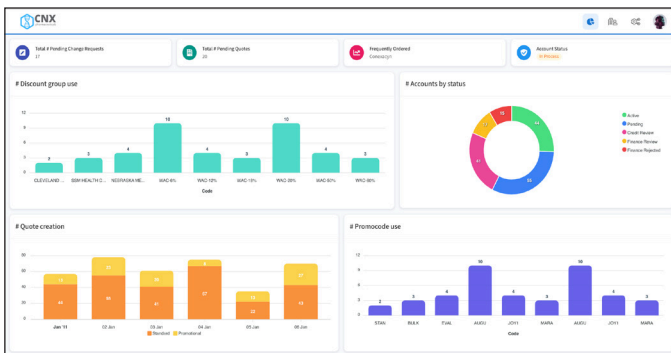


Benefits of Order Fulfillment Portal

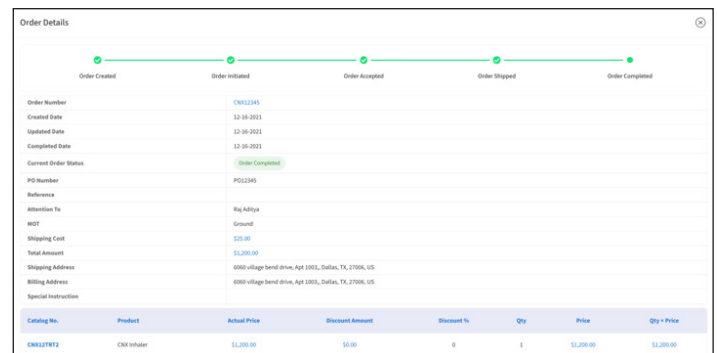
The Conexus Order Fulfillment Portal automates tedious manual processes and consolidates order fulfillment tasks and activities to provide much-needed process visibility. The solution offers a rapid implementation and can be configured to each customer's workflow, reporting, and other business requirements. The portal is a cost-effective, web-based solution that is purpose-built to support pharma product sales and enhance the customer ordering experience.

Since the Conexus Order Fulfillment Portal is built, managed, and maintained by the Conexus team of technology and pharmaceutical industry experts, customers can quickly gain value from the solution without the burden of a lengthy implementation or resource-intensive support infrastructure.

Order Fulfillment Portal



Order Fulfillment Portal Dashboard



Order Journey Details

About Us

Conexus Solutions delivers innovative sales and marketing operations support and technology solutions to small and mid-size life sciences companies. Our solutions and services are built on decades of experience and innovation in life sciences commercial operations. We understand the unique challenges life sciences companies face in planning and managing product orders and how Order Fulfillment Portal can be used to address these needs. Visit us at: www.cnxsi.com.